

**Staff
Summary
Report**



To: Mayor & City Council
Through: City Manager

Agenda Item Number 25
Meeting Date 4/12/01

SUBJECT: Award of Request for Sole Source #01-080-Optical Sensors

PREPARED BY: Ron Hughes, CPPB, Procurement Officer, 480-350-8533

REVIEWED BY: Ron Gauthier, CPPO, Central Services Manager, 480-350-8405

BRIEF: Request to award a sole source for Optical Sensors

COMMENTS: **Purchases (1004-01) Sole Source #01-080** Request to award a Request for sole source. Request to award a Sole Source for Optical Sensors and related Equipment to Henberger Traffic Center for an approximate first year expenditure of \$182,820 including applicable taxes.

Document Name: (20010412fsrh03) Supporting Documents: Yes

SUMMARY: **Historical background**

City of Tempe recognized a need to purchase optical sensors and related equipment for approximately forty (40) intersections to facilitate safe transportation of emergency vehicles. A sensor placed on top of traffic lights will monitor an approaching emergency vehicle equipped with a signal device and change the signals accordingly. This will give the rapidly approaching emergency vehicle the green light to proceed through the intersection while giving a red signal to opposing traffic, reducing the risk of a motorist driving into the path of the oncoming emergency vehicle.

Opticom, a 3M Manufacturing Company, represented by Henberger in the Arizona area, is the only sensor device that is compatible with the existing traffic signal system currently used by the City of Tempe. It also ties in with existing Optican Sensors in neighboring Cities as well. The City of Tempe has purchased these units by bid previously and learned of the sole source nature for supply.

Evaluation Process

The staff has researched the availability of Opticom products and found that Henberger is the only local source authorized by 3M Company to represent and sell these required units.

Award Decision Factors

- ❖ Conformity to the requirements for compatibility
- ❖ Local sole source vendor
- ❖ Comparable national pricing

FISCAL NOTE: Sufficient funds have been appropriated in account(s) 9050 and 7035-6364

RECOMMENDATION: It is recommended that the City of Tempe Council award this sole source for Optical Sensors and related Equipment to Henberger Traffic Center for a first year estimated expenditure of \$182,820 including applicable taxes.

Approved by: Ron Hughes, CPPB
Procurement Officer

Mike Fillmore
Traffic Operations Supervisor

Request For Sole Source



City of Tempe • PO Box 5002 • 20 E. 6th St. • Tempe, AZ 85280 • (602) 350-8324

From: Glen Kephart, Deputy Public Works Mgr, Transportation

Date: 02/28/01

Subject: Sole Source Request for the Purchasing of:

Opticom traffic signal sensors and cards

Requested Supplier: Henberger Traffic Center

Supplier's Address: 6340 S Rural Road #118-188
Tempe, AZ 85283

Contact: Laura Sundberg, Area Mgr

PHONE 480/755-0917

Cost Estimate: \$182,820

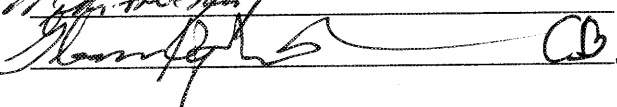
STATEMENT OF NEED:

My (user department's) recommendation for sole source is based upon an objective review of the product/service being required and appears to be in the best interest of the City. I know of no conflict of interest on my part or involved in any way with the request. No gratuities, favors or compromising action have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

Refer to the attached sole source justification as prepared by our Transportation department and to the attached review of available products/services.

Signature Of Requesting Division Head: 

DATE: 3/1/01

Approval Of Department Director: 

DATE: 3/1/01

PURCHASING COMMENTS:

PURCHASING APPROVALS:

Buyer: _____

DATE: _____

Central Services Manager: _____

DATE: _____

SOLE SOURCING:

Items which may (not automatically will) be considered for sole source procurement are:

1. Products and/or services where the required level of direct interface support, and resulting system integrity for add-on or enhancement items must also be so total in compatibility with existing (City owned) equipment of a major investment nature, so as to create such proprietary specifications that the use of a competitive Bid Solicitation would be unfeasible and not in the best interest of the City.

2. Continuing maintenance contracts with the original contracted vendor/manufacturer of installed, City equipment.

JUSTIFICATION

The City has installed optical sensors throughout the city for emergency vehicles. This allows for traffic signal preemption during emergency responses. A small box with an optical sensor is placed on the traffic light. When a strobe light on the emergency vehicle flashes, the optical sensor "sees" the emergency vehicle coming and changes the signals at the intersection accordingly. The approaching emergency vehicle gets a green light, while the signals in the other directions turn red. The controls reduce the risk of a motorist driving into the path of an oncoming emergency vehicle.

Opticom is the only sensor compatible with the existing traffic signal system used by the City of Tempe. It is necessary that the systems directly interface to maintain the integrity of the traffic signal system. The Fire Department has also requested this unit as a feature of the system allows for the tracking of fire vehicles using the system through software tracking to the main computer system. Though this feature is not currently on-line, it is anticipated that it will be used in the future. The Opticom sensors are currently used throughout the City. 3M manufactures the Opticom system. Henberger is the representative for the 3M product for this area.

It is estimated that approximately (forty) 40 intersections will be outfitted with the optical sensors to allow for safe transportation by emergency vehicles within the next year to complete the list of intersections marked for emergency vehicle preemption. The City is currently using Opticom sensors. The Transportation Division is requesting that they be allowed to purchase the Opticom sensors and cards from Henberger Traffic Center throughout the year on an as needed basis for installation to arterial intersections. Sufficient funds are available through Capital Improvement Projects 9050 and 7035-6364. It is projected that the cost for updating the remaining forty intersections will be approximately \$182,820 to be expended over a twelve (12) month period (FY00/01-01/02).

The logo for Henberger, featuring the word "Henberger" in a stylized, bold, sans-serif font. The letters are white and set against a dark, textured rectangular background.

Jan Hort
City of Tempe
Traffic Engineering
945 W. Rio Salado Pkwy
Tempe, AZ 85280

2/28/01

Dear Jan,

We are pleased to offer The City of Tempe the following prices for 3M Opticom emergency vehicle preemption equipment.

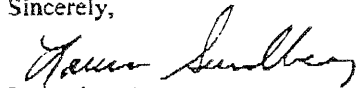
ITEM	QTY	PART#	DESCRIPTION	UNIT PRICE
1	EACH	M711	Detector, 3M #711, one dir./one channel.	345.00
2	EACH	M721	Detector, 3M #721, two dir./one channel.	395.00
3	EACH	M722	Detector, 3M #722, two dir./two channel.	550.00
4	EACH	M752	Phase selector, 3M #752, two channel.	1,595.00
5	EACH	M754	Phase selector, 3M #754, four channel.	2,495.00
6	EACH	M138	Opticom Cable, 3M #138.	.39/ft.

TERMS: NET 30
DELIVERY: 4-6 WEEKS ARO
FREIGHT: INCLUDED

PRICES ARE VALID FOR ONE(1) YEAR FROM DATE OF QUOTATION. DELIVERY IS BASED UPON RECEIPT OF WRITTEN PURCHASE ORDER.

Should you need additional information, please let us know.

Sincerely,

A handwritten signature in cursive script, appearing to read "Laura Sundberg".

Laura Sundberg
Area Manager
Henberger Traffic Center

3M Authorized Dealer
Intelligent Transportation Systems

6340 S. RURAL RD. #118-188
TEMPE AZ 85283
Telephone: 480.755.0917
Fax: 480.755.0918